

# RJREYNOLDS

TOBACCO COMPANY

JULY 14, 1998

**PAUL LETOURNEAU**  
NATIONAL ACCOUNT MANAGER

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**TO: ALL ROU's**

**FROM: PAUL LETOURNEAU**

**RE: *McLANE PRICING FOR DORAL "PRICE CHECK JACKPOT"***

The September Doral "Price Check Jackpot" shippers out of all McLane branches will be priced at the normal four carton cost even if the chain is on an off invoice billback for Doral.

The reason for this is that the shipper has to be assigned cost for the deal and with the various discount values that we are working through the McLane billback system, we can not establish different price points for each chain.

**Please disseminate to all affected personnel in your area as soon as possible.**

If you have any questions, please contact Kent Brock at the Temple Chain Office.

Sincerely,

*PAUL*

P.A. LETOURNEAU